

Q1 2020 MARTHA'S VINEYARD

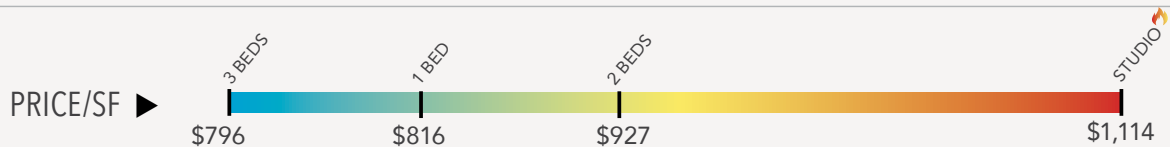
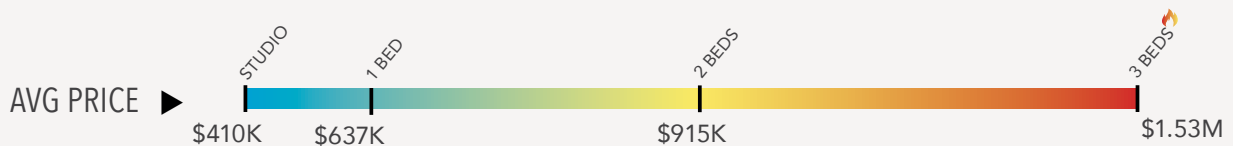
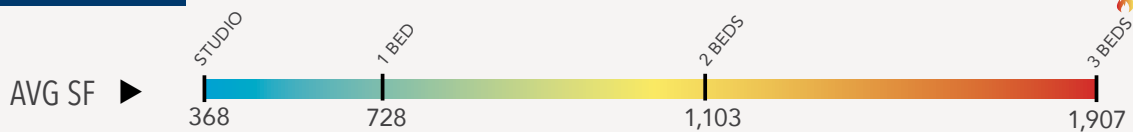


TRENDS & INSIGHTS

- 🔗 The high cost of construction on Martha's Vineyard has led to sellers' baking in their costs to recoup their investment.
- 🔗 Buyers, however, have not been willing to pay this premium, leading to a slight decline in sales price in Q1 – in specific island regions, such as Vineyard Haven.
- 🔗 Home values in Edgartown consistently rise, due to its Chappaquiddick prestige, waterfront proximity and access to beaches.
- 🔗 Chilmark's average sale prices have increased by 81% year over year, more than any other region on the island, and now has the highest average sales price at \$2,390,000 versus \$1,948,972 in Edgartown



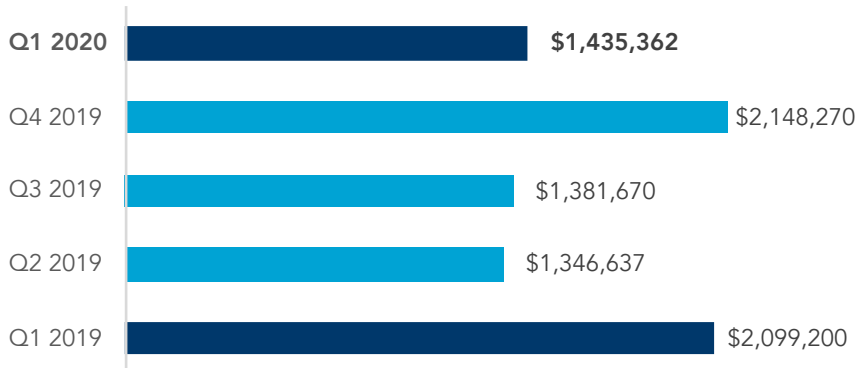
WHAT'S HOT?



AVERAGE SALES PRICE



↓ 31.6%
YEAR OVER YEAR
\$663,838
DECREASE



AVERAGE COST PER SQ FT



↑ 15.6%
YEAR OVER YEAR
\$114
INCREASE



NUMBER OF CLOSINGS



↑ 14.6%
YEAR OVER YEAR
13 UNIT
INCREASE



Note: Data is sourced from MLS and Link